

Message Text

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43

ACTION EB-07

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FM AMEMBASSY HELSINKI

TO SECSTATE WASHDC 9899

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E.O. 11652: N/A

TAGS: BGEN, FI

SUBJECT: POST RELATIONSHIP WITH AMERICAN CHAMBERS OF COMMERCE

REF: STATE 094266

1. SUMMARY: AMERICAN BUSINESSES IN FINLAND ARE VIRTUALLY ALL SALES AND SERVICE ORGANIZATIONS, AND MANAGED BY FINNISH OR OTHER EUROPEAN NATIONALS. WE BELIEVE THERE IS NO BASIS FOR AN AMERICAN CHAMBER OF COMMERCE BUT CONTINUED COOPERATION WITH EXPORT-ORIENTED FINNISH-AMERICAN CHAMBER OF COMMERCE IS MERITED. END SUMMARY.

2. POST HAS BEEN WORKING SINCE 1973 WITH THE ALREADY EXISTING FINNISH-AMERICAN CHAMBER OF COMMERCE, HELSINKI BRANCH, WHICH IS NEW YORK-BASED ORGANIZATION MAINLY CONCERNED WITH MARKETING IN THE US. IT IS ALSO SUPPORTED BY THE FINNISH SEMI-OFFICIAL FOREIGN TRADE ASSOCIATION. WE ARE TRYING TO GET CHAMBER TO CONCERN ITSELF ALSO WITH PROMOTING US SALES TO FINLAND. WE ARE CONTINUING OUR EFFORTS TO INCREASE MEMBERSHIP IN THIS ORGANIZATION OF MAJOR IMPORTERS OF US GOODS AND REPRESENTATIVES OF AMERICAN FIRMS. MAIN CURRENT IMPEDIMENT IS THE OVERWHELMING PREOCCUPATION OF FINNISH COMPANIES WITH NEED TO INCREASE EXPORTS BECAUSE OF STRONGLY ADVERSE BALANCE OF PAYMENTS SITUATION.

3. WE BELIEVE DEVELOPMENTS IN FINNISH-AMERICAN CHAMBER

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SINCE 1973 INDICATE THAT, IN ABSENCE OF A SUBSTANTIAL

AMERICAN COMMUNITY, SUCH AN ORGANIZATION CAN BE A USEFUL
TOOL FOR EMBASSY TO MAINTAIN CONTACT WITH INTERNATIONALLY
MINDED BUSINESS PEOPLE, ALTHOUGH IT IS ONLY INDIRECTLY
BENEFICIAL TO US EXPORT PROMOTION EFFORTS.
HOUSTON

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